

CHAMBER COMMERCE

(Continued from page 2.)

that the farmers are receiving 23 1/2 cents per pound for their butter fat. This is 5 cents a pound more than the price paid one year ago. I am also informed by these concerns that they are unable to get all of the milk and cream they desire, and that for this reason they had refused many orders for the Sound cities and for the Alaska trade. And upon further inquiry I found that the butter that was going through Seattle to Alaska was manufactured in the states of the Middle West, and upon land ranging from one hundred to one hundred and fifty dollars an acre, and in a climate where cold and wintry weather prevails from six to seven months in the year, and where the cost of feed must necessarily be far greater than the mild climate of this state. And as we look forward into the future and realize the wonderful development, not only in our cities near home, but for thousands of miles along the Alaska coast; and then take into consideration the islands of the sea, which already are drawing upon us to a considerable extent for our dairy products; and then, consider the Orient where millions upon millions of people are becoming educated to the necessity of dairy products; then, and not then can you comprehend the possibilities of dairying along this coast. Nor is that all. When the markets of Alaska and of the Islands of the seas and the Oriental countries have been supplied you have yet the cities of the East with their millions of population, that must receive their supplies from somewhere. I am confident that the time will come when with our cheap lands favorable climate and cheap railroad rates, our butter and cheese will find a market in New York, Philadelphia and Boston.

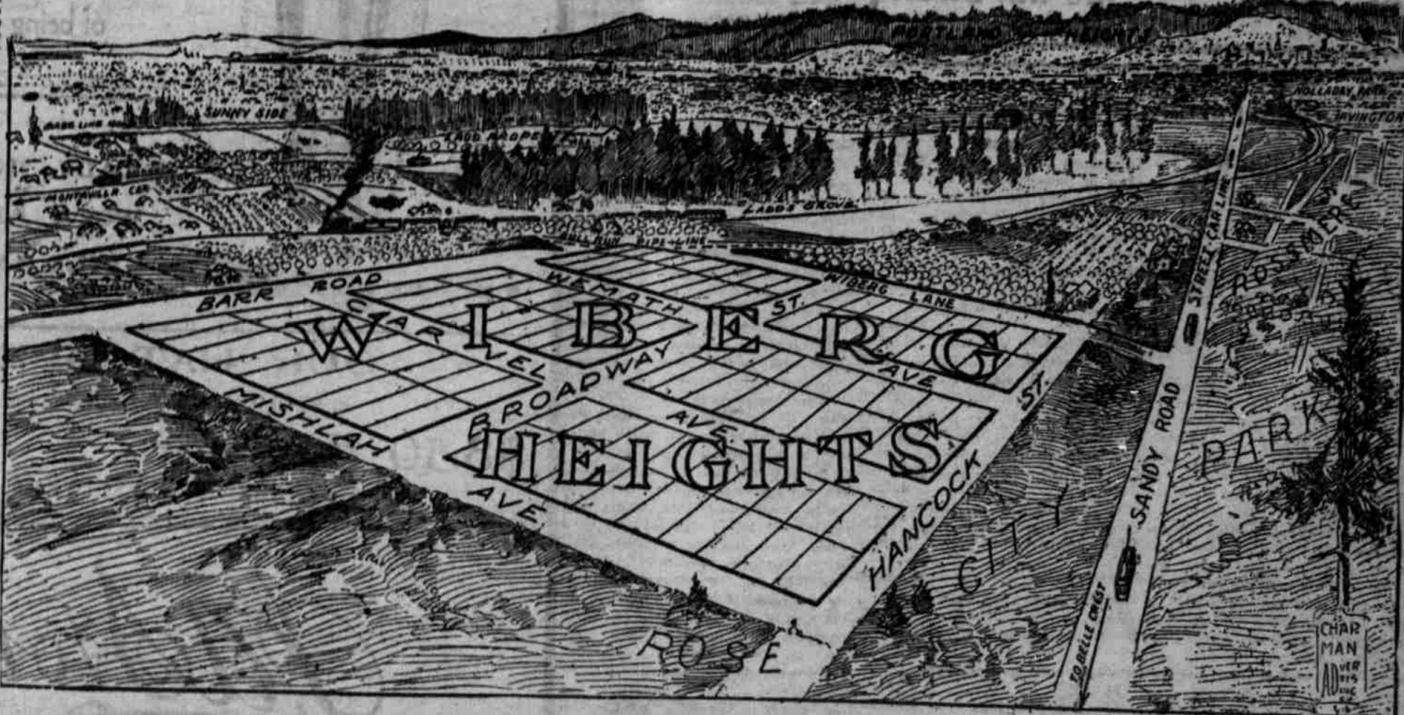
"What has been said about the supply and demand of the dairy industry in general will apply with equal force to the possibilities of evaporated or condensed milk. In order to show what has been done in this line I will go back five years, at which time there was not a can of condensed milk put in this state, but that was imported here from the dairy sections of the west and from California. But about that time, and after two or three years of hard work the Pacific Coast Condensed Milk Company concluded to put a plant at Forest Grove, Washington county. The most that was expected at that time was that they would supply the home market, including the Alaska trade, and possibly some to the Orient. Today we find this company has grown and expanded, and enlarged until it now owns five large condensing plants. Two in Oregon and three in Washington. And the most surprising part of it is the fact that they are able to pay a higher price for their milk here than is paid in the dairy sections of the west, and yet furnish that market with the finished product, and their desire today is not for more market, but for more milk to supply the markets which they already have, and which they have in the Middle and Eastern States, and all through the South as well as California and Alaska. And large orders from the Islands and the Orient. This company is today taking in at their factories in Hillsboro and Forest Grove 130,000 pounds of milk daily, and for this the farmers within a radius of a few miles of these two factories will receive in round numbers \$500,000 this year, to say nothing of the army of men, women and children who find employment at these factories throughout the entire year. And this is not all. The farms upon which this much is produced are growing richer and more valuable year by year and will continue to do so as long as dairying is practiced. Land that could have been bought in that section five years ago for \$50 an acre now readily sells for three times that amount.

"As to the best method for co-operation so as to speedily settle the dairy lands I would say 'co-operate.' Let the merchants and the manufacturer and the banker and the business interests co-operate with the farmer. Organize the farmers, get them interested. Call upon the Oregon Agricultural College for a farmer and dairymen's meeting. Get the knowledge which they have been accumulating for years. Ask them to bring to you men who have had years of experience in dairying and have made a success of the business, and get the benefit of that experience. See that your

For Young Men Only

Most every one of you are anxious to be somebody and have something in this world but you don't see how you can because you have to play along on a small salary. It does look discouraging doesn't it? But listen, do you know that most of our most prominent men today were at onetime in just such a place as you are? How did they get it? Not by working on a salary all their lives but by taking as much of their early salary as they could spare and investing it where it would pile up money for them and almost before they knew it they had a good start, hence a good finish. You say you don't make enough salary to have any to invest. Say you make \$50.00 per month, you can live nicely and wear good clothes on \$40, any of you, but at the end of the month your \$50 is gone and you stop and scratch your head and wonder where it has gone. One thing certain it has gone somewhere. Would'nt it be better for you at the end of the month to be able to say, "well my \$50.00 is gone just as it was before but \$10.00 of it went toward paying for my lot and in a few months I'll have it paid for?"

That's the proposition exactly young man. It beats putting money in the bank because you can't draw it out and besides it is paying you about 50 per cent. increase instead of 3 per cent.



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The above cut shows a tract of residence property in Portland which we are selling on terms that any young man can reach. You pay \$40 down and \$10 per month for these lots and while you are paying for them they are increasing in value. The prices are from

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each which includes all street improvements, cement side walks and curbs, Bull Run water, etc., all paid for. These lots will be worth double the present prices in one year. **Don't put it off young man.** Come see us and we will explain more in detail.

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farmers who are taking an interest in the dairy industry and supplied with all the literature possible on the subject. If they are not subscribers to the dairy papers see that they are, even if this body has to subscribe and pay for them. Talk dairying in season and out of season, and at all times. Have some banners hung where everyone coming into the city can see them, with this statement: 'Clatsop county is destined to become the greatest dairy section in the world.' Have printed upon your Chamber of Commerce letterheads and elsewhere: 'Watch our dairy industry grow! And you will be surprised at the interest that will be shown, and that in

a short time. "This brings us down to the last number, the suggestions that will be helpful to building up the dairy industry. The first requisite is cows, the next more cows, and then more cows. Then comes good cows, and then better cows, and then the best cows. This organization can be helpful in bringing this about. If you know of any one who is anxious to get more cows or better cows, help him to get them; let him have the money if necessary. A good cow is the best security in the world. A good cow, the right kind of a cow, will pay for herself in three or four months. Start in by supplying your own city with all of her dairy products; when this is done produce for outside markets. Remember that every dollar brought in from the sale of dairy products is new money and that unlike other industries, you are not robbing the soil but are all valuable and that you are really selling sunshine and water, for these are the elements that produce the feed from which butter and cheese are made: "In order that you may have a comprehensive idea as possible of what can be done in dairying I will show you what has been done in one of the greatest dairy countries in the world, and then I am done: "It is claimed that Holland has 324 cows on each 100 acres of cleared land, or three and one-fourth cows to the acre, and that the average production of these cows is 9000 pounds each of milk per year, or 13,583 quarts; that at the present retail price of milk here would mean \$678.15 per year for each and every year. This amount of milk reduced to butter fat and sold at wholesale at the average price of butter for the year, would amount to \$280.50. The skimmed milk which would be left on the farm to raise calves and pigs would be worth \$60 more, making a total of \$340.50 per year for each acre farmed

in this way. Now, it will not take much of a financier to calculate what land is worth, bringing in a revenue like this; but it would take some figuring to reckon the difference between what these lands of Clatsop county are worth now under the present system and what they will be when they have reached the high state of cultivation which dairying has made possible in Holland." **SKIN DISEASE GERM RUN DOWN AT LAST** Remarkable Result of Treatment With a Doctor's New Prescription.

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